

FIG. 1

Reference Pricing Table

(46)	(40) Current OEM Prices (44)										(42) Future Prices			
	>0	1-24	25-99	100-999	etc.	1K+	10K+	...	Min Price	Ref Price	Q+1 RP	Q+2 RP	Q+3 RP	Q+4 RP
Part A														
Part B														
Part C														
Part D														

Generated by
formula

- or -

Uploaded as table
(e.g., .xls)

FIG. 2

ProChannel - Pricing Summary - Netscape

Home Page | Admin | Help | Logout

Product Catalog | Account Mgmt | Sample | Quote | Backlog | Registration | Debit | RMAs | MPP | Reports | Pricing

Search: [] Rate Type: [All] Quote/Request: [All]

10 Rows [10] 9 business rules displayed. (56) (58) (62) (64)

Rule #	Priority	Rule Type	Amount	Customer Info	Part Info	Sales Channel	Quote/Request	Comments
1	50	Incremental	0.00	All	All	All	Requeste	Quote4Buy, Qty > 5K, use 5K+Min Price
2	40	Incremental	0.00	All	All	All	Requeste	Quote4Buy, Qty > 10K, use 10K+Min Price
3	10	ColumnX (52)	1.00	All	All	All	Both	For all - CEM, no End Cust, use Columnal Price
4	5	Incremental	0.00	Disti	All	All	Both	If dist, always bid DEB
5	20	Incremental	0.00	All	All	All	Requeste	Budgetary, Qty > 5K, use Budgetary Min
6	10	Please Call		All	QD-PF100144	All	Both	Discontinued Part - Please Call
7	10	Please Call		All	QD-PL6884	All	Both	Discontinued Part - Please Call
8	10	Please Call		All	QD-DF-FL34	All	Both	Discontinued Part - Please Call
9	50	Discount	10.00	All	All	All	Both	

9 business rules displayed. (56) (58) (62) (64) (70)

Exit Pricing Table Create New Business Rule

FIG. 3

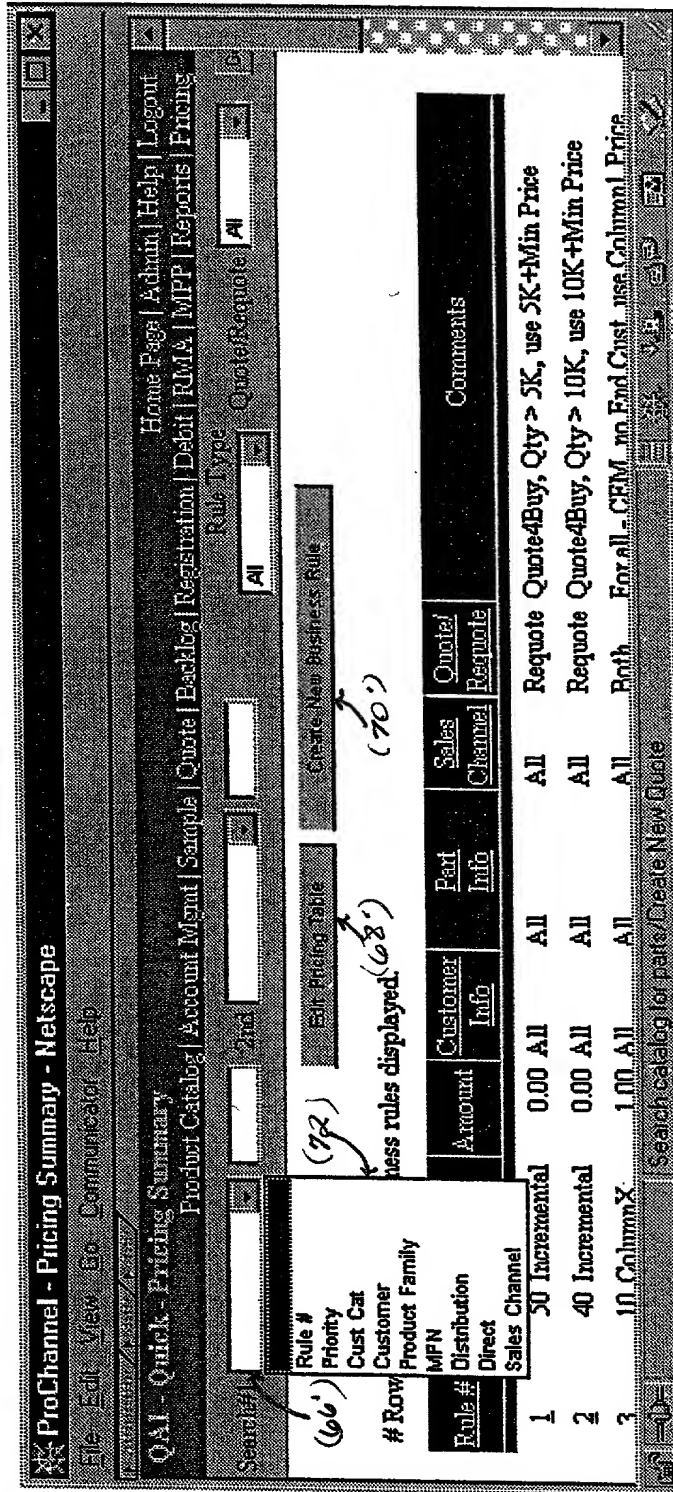


FIG. 4

ProChannel - Business Rule Editor - Netscape

Home Page | Admin | Help | Logout
Product Catalog | Account Mgmt | Example | Quote | Backlog | Registration | Debit | RMA | MPP | Reports | Pricing

Business Rule: NEW

Required Information

Priority: 10
Rule Type: SELECT ONE
If Incremental Rule: ☐

Amount:

Range/Units for Amount based on Rule Type:
0-100% Discount / Incr. Margin / Markup / VAS
1-a Column Slip / Column X
\$ Sale Cost

Optional Business Rule Parameters

Quote/Requote: ☐ Both
Customer: ☐ All
Approved: ☐ All
Enter Customer or Search:

Sales Channel: ☐ All
Part: ☐ All
Enter Part or Search:

Address: N/A
(for VAS or Please Call Rules)

1st Buy Before:
(enter date)

Turns: Any Duration

Type Of Quote: Any

Quantity Break:

Geography: ☐ All

Enter Comments:

CEM/Not CEM: ☐ All

(74) → (76)

Product Catalog | Account Mgmt | Example | Quote | Backlog | Registration | Debit | RMA | MPP | Reports | Pricing

FIG. 5

ProChannel - Business Rule Editor - Netscape
 File Edit View Go Communicator Help
 QAL - Quick Business Rule Editor
 Product Catalog | Account Mgmt | Sample | Quote | Backlog | Registration | Debit RMA | MPP | Reports | Pricing

Business Rule: 1

Required Information

Priority: 50 (78) Amount: 0.00
 Rule Type: Incremental
 Range/Units for Amount based on Rule Type:
 0-100% Discount / Incr Month / Markup / VAS
 1-a Column Slip / Column X
 \$ Sale Cost

If Incremental Rule: SkidIn

Optional Business Rule Parameters

Quote/Requote: Requote
 Sales Channel: All
 Customer: All Part: All
 Enter Customer or Search
 Enter Part or Search
 Approved: All Address: N/A (for VAS or Please Call Rules)
 1st Buy Before: (enter date)
 CEM/Not CEM: All Turns: Any Duration (80)
 Quantity Break: \$,000
 Geography: All
 Type Of Quote: Quote For Buy
 Enter Comments: (over 500, use SkidIn Price)
 Update Current Rule Create New Rule Delete Current Rule Cancel

Product Catalog | Account Mgmt | Sample | Quote | Backlog | Registration | Debit RMA | MPP | Reports | Pricing

FIG. 6

ProChannel - Edit Pricing Table Page - Netscape

Site Map | Product Catalog | Quotes | Pricing | Help | Logout

ProChannel - Edit Pricing Table Page

Page 1 of 58 10 items displayed out of 571 total. (82)

QuotLogic FN	0-24	25-99	100-499	500-999	1K-4999	5K-9999	10K	Dist	ROW	Strategic Mktg Method	Q199	Q299	Q399	Q499
								Book	Min	Floor	Cost	Ref	Ref	Ref
QL8x12B-XPL68C	\$8.86	\$8.34	\$7.88	\$7.46	\$7.09	\$7.09	\$7.05	\$6.98	\$6.88	\$6.38	\$2.81	\$7.09	\$7.09	\$7.09
QL8x12B-OPPL68C	\$11.78	\$11.09	\$10.47	\$9.92	\$9.43	\$9.43	\$9.40	\$9.24	\$9.05	\$6.38	\$2.81	\$9.43	\$9.40	\$9.40
QL8x12B-1PL68C	\$17.63	\$16.59	\$15.67	\$14.85	\$14.10	\$14.10	\$14.10	\$13.68	\$13.25	\$6.38	\$2.81	\$14.10	\$14.10	\$14.10
QL8x12B-2PL68C	\$28.70	\$27.02	\$25.52	\$24.17	\$22.96	\$22.96	\$22.90	\$22.04	\$21.12	\$6.38	\$2.81	\$22.96	\$22.90	\$22.90
QL8x12B-XPL44C	\$8.44	\$7.94	\$7.50	\$7.11	\$6.75	\$6.75	\$6.75	\$6.65	\$6.55	\$5.95	\$2.62	\$6.75	\$6.75	\$6.75
QL8x12B-OPPL44C	\$11.22	\$10.56	\$9.98	\$9.45	\$8.98	\$8.98	\$9.00	\$8.80	\$8.62	\$5.95	\$2.62	\$8.98	\$8.98	\$8.98
QL8x12B-1PL44C	\$16.79	\$15.80	\$14.93	\$14.14	\$13.43	\$13.43	\$13.55	\$13.03	\$12.62	\$5.95	\$2.62	\$13.43	\$13.43	\$13.43
QL8x12B-2PL44C	\$27.34	\$25.73	\$24.30	\$23.02	\$21.87	\$21.87	\$22.00	\$21.00	\$20.12	\$5.95	\$2.62	\$21.87	\$21.87	\$21.87
QL8x12B-XPF100C	\$10.21	\$9.61	\$9.08	\$8.60	\$8.17	\$8.17	\$8.15	\$8.05	\$7.92	\$6.98	\$3.07	\$8.17	\$8.17	\$8.17
QL8x12B-OPF100C	\$13.38	\$12.78	\$12.07	\$11.43	\$10.86	\$10.86	\$10.85	\$10.64	\$10.43	\$6.98	\$3.07	\$10.86	\$10.86	\$10.86

(865) (867) (88)

Site Map | Product Catalog | Quotes | Pricing | Help | Logout

F19.7

ProChannel - Commissions - Netscape
File Edit View Go Window Help
Bookmarks Location: e://C:/WINDOWS/DESKTOP/Sales_Demo_2.5/screens/sales/comm_split_new.html
What's Related
Home D-Admin Help Logout

ProChannel
by INELC

PRODUCT CATALOG ACCOUNT MGMT SAMPLES OPPORTUNITIES CUSTOMERS DEBITS BACKLOG RMA REPORTS

Save New Rule Cancel and Return (98)

Commissions Rule 0007: (96)

Split Commission

Priority: [] Effective Date: []

Rep 1: [SELECT ONE] Amount: [] Territory: [SELECT ONE] (92)
Rep 2: [SELECT ONE] Amount: [] Territory: [SELECT ONE] (94)
Rep 3: [SELECT ONE] Amount: [] Territory: [SELECT ONE]

Add Rule

Sales Channel: [All] Part: [All]
Customer: [All] If By Part: []
If By Customer: [] Enter cust. name or Search
Enter Comments: [] Enter part number or Search

Save New Rule Cancel and Return

Document Done

FIG. 8

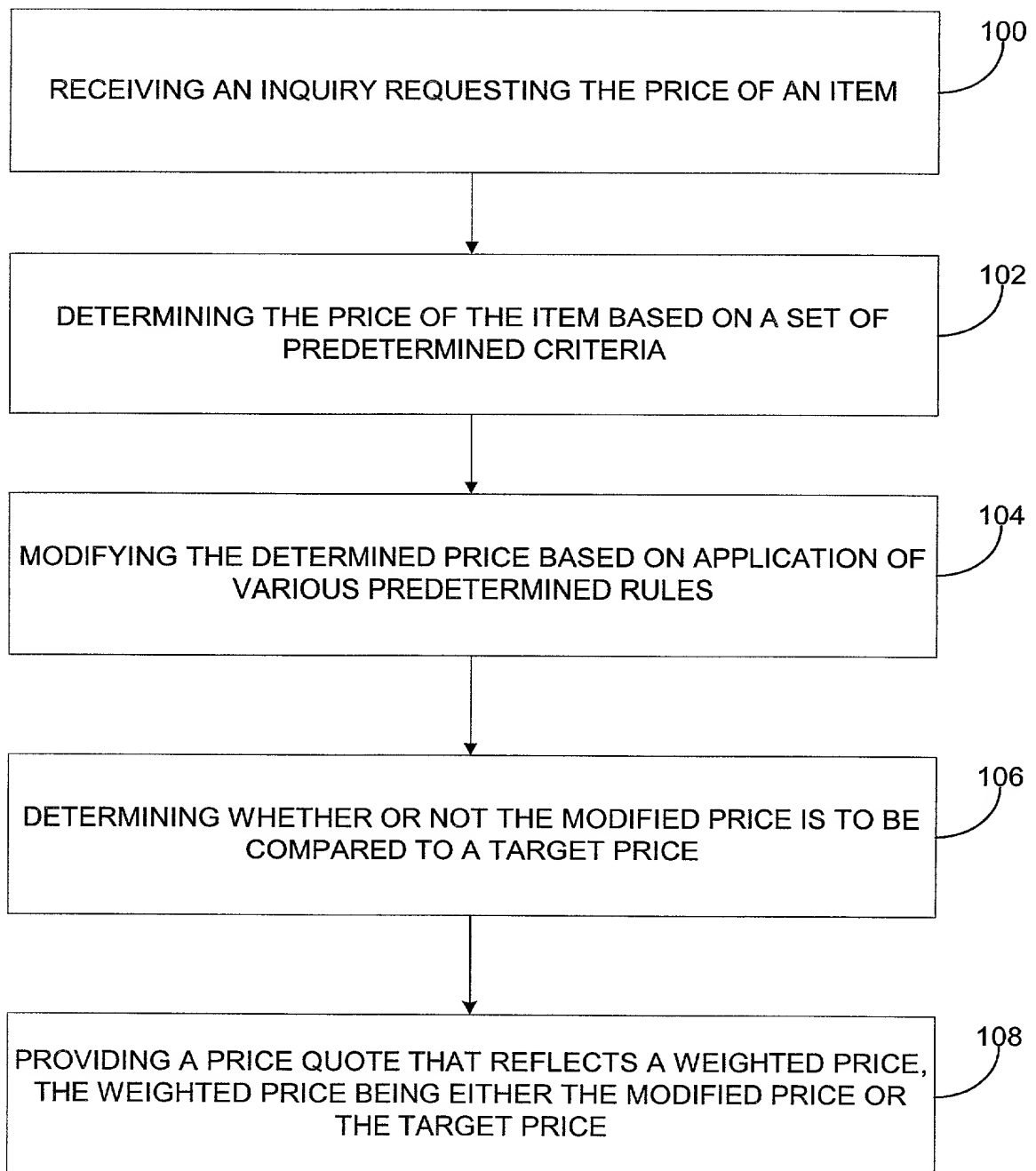


FIG. 9